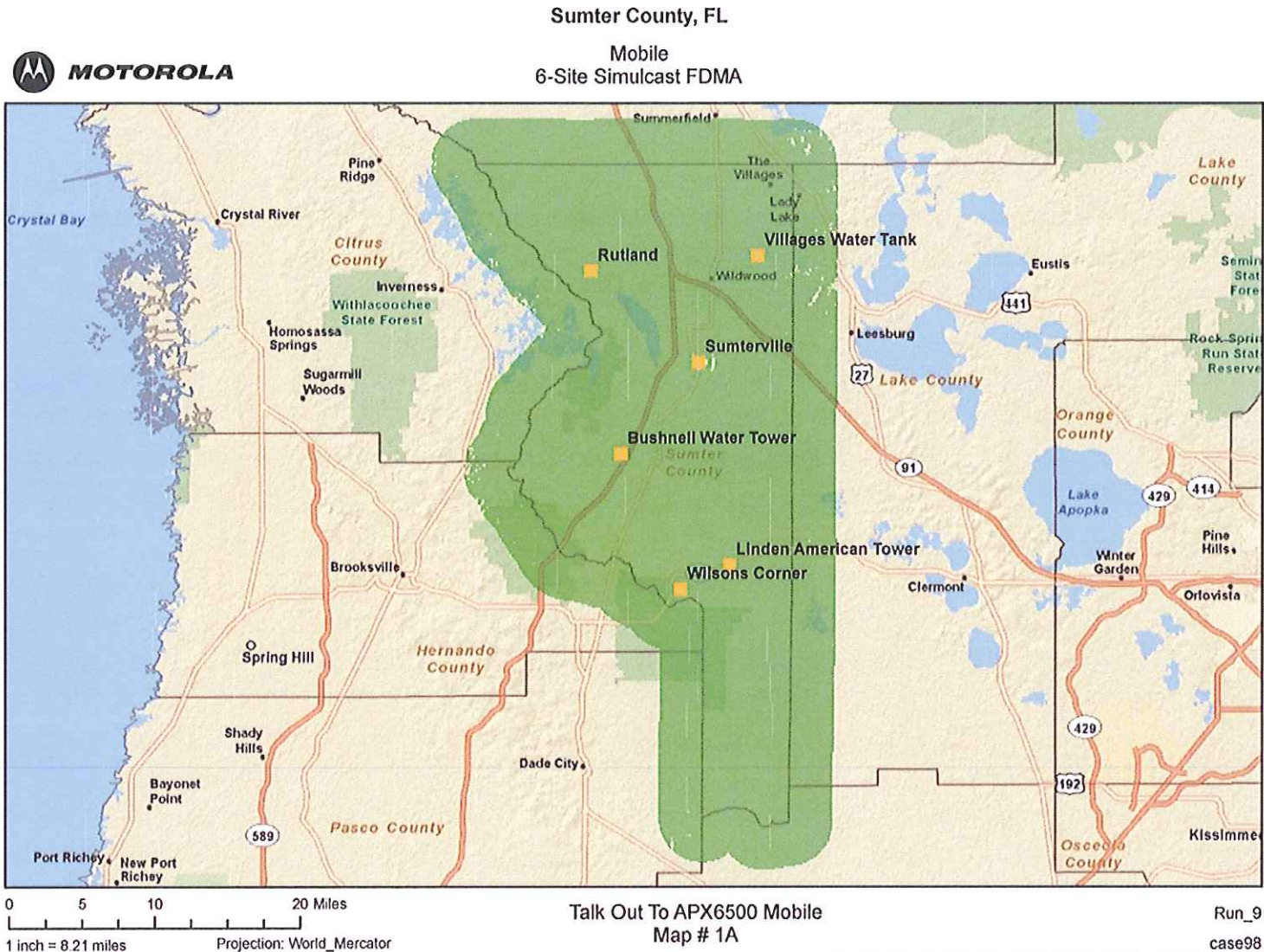


P25 Digital Public Safety Radio System Project

Benefits

- FCC compliance
- Increased coverage across the county
- Increased coverage within critical buildings
- Increased redundancy/reliability
- Increased interoperability

Proposed Mobile Radio Coverage



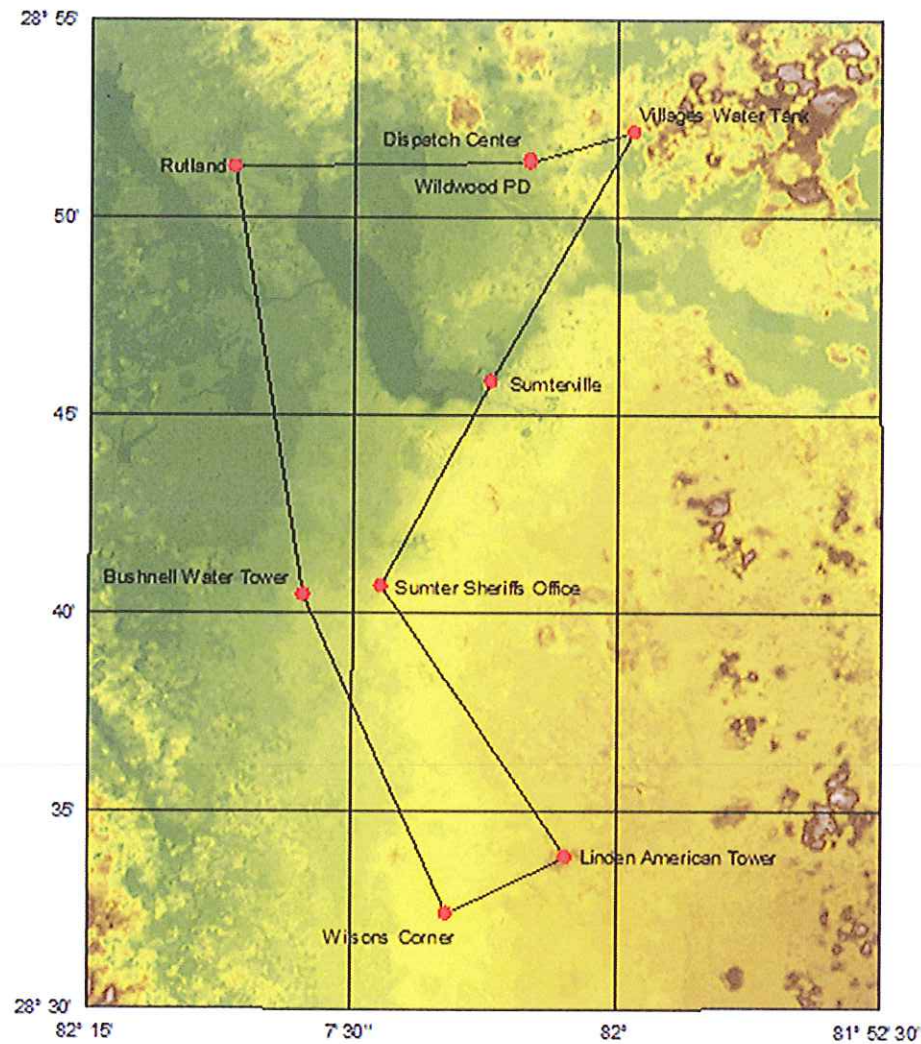
Oct 26, 2011

Hydra 4.3.1318.0 Portion(s) of GIS Source Data Copyright © 2009 ESRI, AND, TANA, ESRI Japan, UNEP-WCMC.

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7.3-3

Proposed Microwave Connectivity



Bushnell Elevated Storage Tank

- Tower Site Location in Proposal to meet time schedule for FCC compliance
- Interlocal agreement between Sumter County and City of Bushnell
- Compensation provided by deployment of mobile and portable radios
 - 10 mobile (Police), 17 handheld (Police), 5 handheld (PW and Utilities)
- Minor impacts to Elevated Storage Tank and the joint property (illustrations to follow)

Proposed Antenna Installation



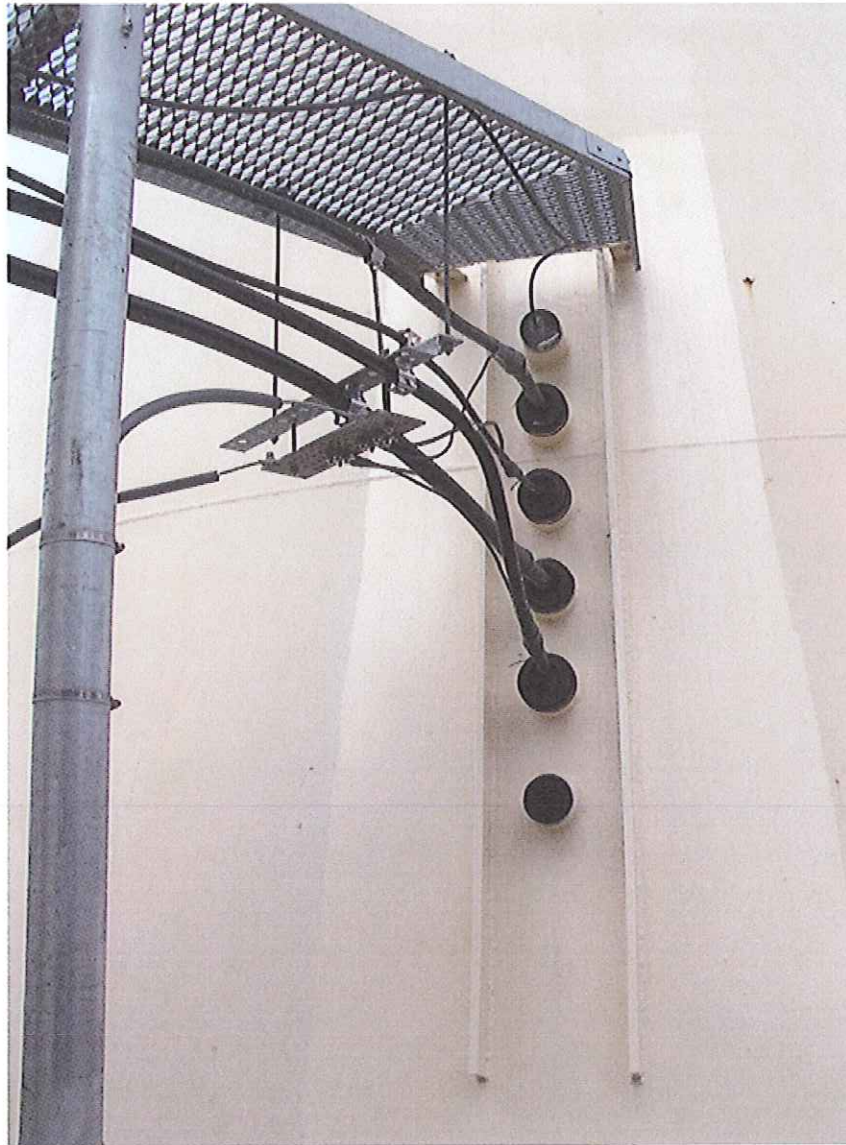
Proposed Shelter Installation Footprint



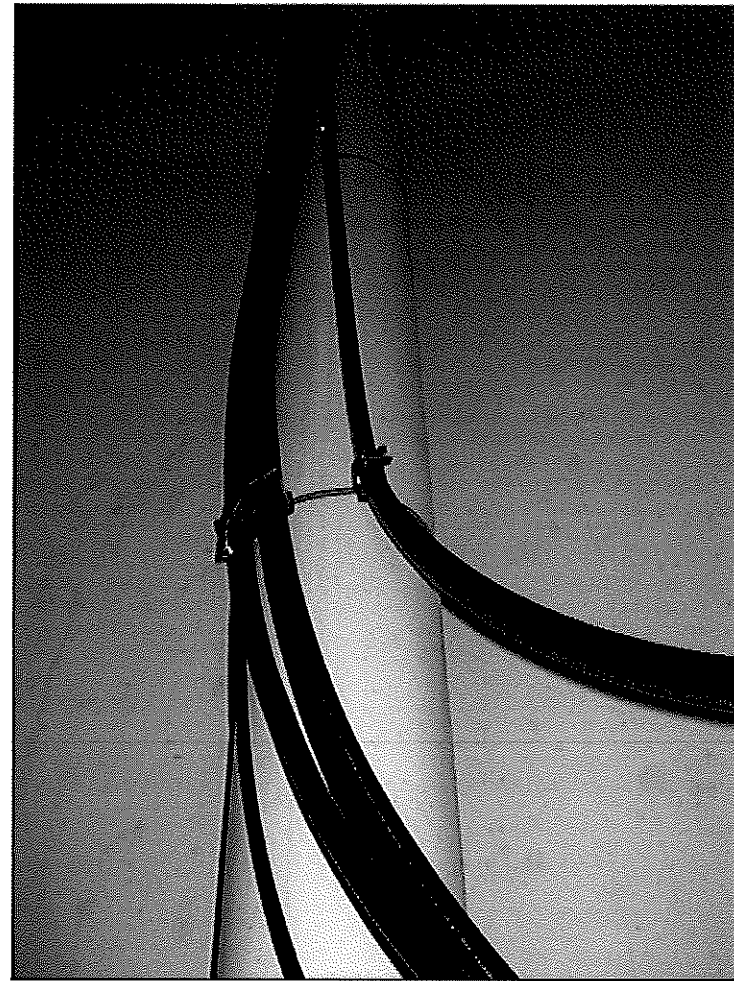
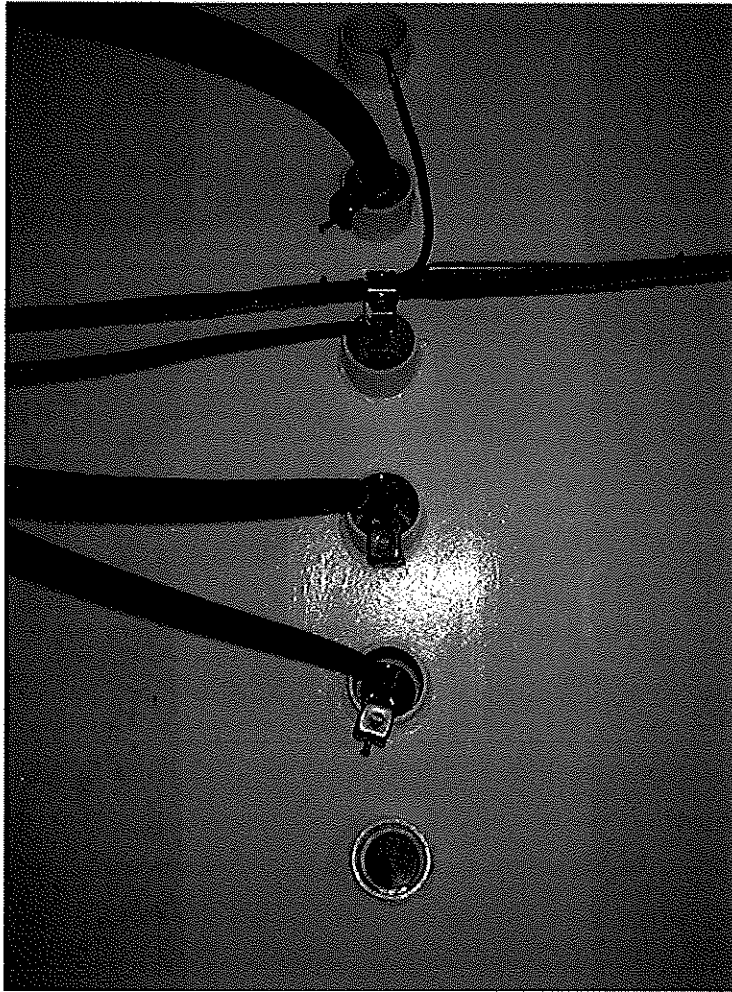
Proposed Shelter and Generator



External View of Cable Installation Penetrations



Internal View of Cable Installation Penetrations



**INTERLOCAL AGREEMENT BETWEEN
SUMTER COUNTY AND THE CITY OF BUSHNELL, FLORIDA,
REGARDING PLACEMENT OF DIGITAL PUBLIC SAFETY RADIO
COMMUNICATIONS EQUIPMENT**

THIS INTERLOCAL AGREEMENT ("Agreement") is entered into by and between the CITY OF BUSHNELL, a municipal corporation organized under the laws of the State of Florida (hereinafter "CITY"), and SUMTER COUNTY, a political subdivision of the State of Florida, (hereinafter "COUNTY"). From time to time, CITY and COUNTY may be referred to as the "Parties" in this Agreement.

WITNESSETH:

WHEREAS, the CITY owns an elevated water storage tank ("Tower") located at 5660 CR 313, Bushnell, Sumter County, Florida; and,

WHEREAS, the COUNTY has an immediate and continuing need for a proper mounting location for the placement of P25 digital public safety radio system equipment (the "Equipment") in order to provide adequate coverage throughout Sumter County and;

WHEREAS, CITY's Tower and its associated property has been deemed to be an appropriate mounting location for said Equipment for the purpose of providing said coverage within Sumter County, and;

WHEREAS, the CITY is amenable to allowing the COUNTY to place the Equipment on its Tower and associated property, in an effort to serve the health, safety and welfare of all citizens of Sumter County, Florida.

NOW, THEREFORE, in consideration of the above recitals, which are incorporated into this Agreement as if fully stated herein, and in consideration of the mutual covenants and agreements hereinafter contained, the CITY and the COUNTY hereby agree as follows:

1. **Equipment.** The specific Equipment and statement of work required to install the Equipment onto CITY's Tower and associated property is listed and defined in Exhibit "A", attached hereto and incorporated herein, *in haec verba*.

2. **Installation.** The CITY hereby agrees to permit the COUNTY (including its authorized agents and assigns) to install the Equipment listed and defined in Exhibit "A" onto the Tower. In addition, CITY hereby agrees to permit COUNTY to erect a concrete shelter, together with all equipment necessary to support said concrete shelter, within the existing Tower compound located at 5660 CR 313, Bushnell, Sumter County, Florida. This location may be referred to as the "tower and shelter location" within this Agreement. The concrete shelter will contain additional components necessary for the operation of the Equipment. The exact location of the shelter within the compound will be determined by the Parties.

3. **Access.**

- a. The CITY agrees to allow the COUNTY (including its authorized agents and assigns) to have access to and use of the Tower, and the concrete shelter to be installed within the Tower compound, and all related infrastructure, for purposes of installation, inspection and maintenance of the Equipment on the Tower, as well as any components within the concrete shelter.
- b. COUNTY shall provide CITY with at least twenty-four (24) hours notice of any need for access to the Tower or the concrete shelter for any purposes unless in the case of an emergency.
- c. All COUNTY employees, authorized agents or assigns accessing the Tower or the concrete shelter for purposes of this Agreement shall be subject to the rules and regulations applicable to CITY employees on the premises.

- d. Prior to initial installation the design and location for placement of the Equipment on the Tower, and the placement of the concrete shelter within the Tower compound shall be determined by the mutual consent of the CITY and COUNTY, which consent shall not be unreasonably withheld.
- e. CITY shall retain the discretion to determine whether or not it will permit equipment other than that listed in Exhibit "A" to be placed on the Tower. The installation of any additional equipment not listed on Exhibit "A" must be approved by the City of Bushnell City Manager. Furthermore, future additions or modifications to the Equipment which affect the footprint of the Tower compound, area occupied by the Equipment or other Tower attachments must be approved by the City of Bushnell City Manager. CITY agrees that approval for modifications pursuant to this paragraph shall not be unreasonably withheld.
- f. COUNTY will coordinate with CITY for any necessary repairs or maintenance of the Equipment to be placed on the Tower or in the concrete shelter.
- g. COUNTY will be responsible for all costs associated with repairs, improvement, replacement or additions to the Equipment. CITY will provide COUNTY with notice of any incurred cost for maintenance or removal of Equipment jointly agreed upon for CITY to perform, and COUNTY shall reimburse CITY for said cost within ten (10) days of said notice.
- h. COUNTY will be solely responsible for the utility costs associated with operating and maintaining the Equipment on the Tower (electric and natural gas).
- i. COUNTY agrees to install the Equipment in such a manner that additional equipment may be installed at a future date, subject to the provisions of Paragraph

four (4) of this Agreement.. This includes COUNTY's attachment hardware, cable chases, conduit and penetrations

4. **Non-Interference.** CITY agrees that it shall not take any action or install any additional equipment onto the Tower which interferes with or adversely affects COUNTY's Equipment. Prior to the commencement of any subsequent construction or installation on the Tower facility and/or modification of frequencies propagated from the leased Tower facility by or for the benefit of the CITY or any of CITY's leasees or licensees, CITY shall perform a shared site interference study ("SSIS") to ensure that the proposed construction, installation or modification does not introduce interference to COUNTY's Equipment

COUNTY agrees that installation, operation and maintenance of the Equipment shall not interfere with operation or maintenance of the elevated storage tank. If such interference occurs, COUNTY shall be responsible for removing any such interference.

5. **Consideration.** It is acknowledged and agreed by the Parties that this Agreement is entered into for good and valuable consideration, specifically the provision of certain communication equipment to CITY (10 mobile and 22 handheld P25 compatible radios), the receipt and sufficiency of which is hereby acknowledged by CITY. The Parties further acknowledge and agree that there shall be no further consideration paid to CITY for use of CITY's Tower or Tower compound as a result of COUNTY's installation of equipment and a concrete shelter as described herein.

6. **Term.** This Agreement shall remain in effect for an initial term of twenty (20) years from the Effective Date of this Agreement, unless otherwise terminated as provided herein. For purposes of this Agreement, the Effective Date of this Agreement shall be the date on which the last party executes this Agreement. This Agreement may

be terminated by COUNTY prior to the expiration of the initial term or any subsequent renewal terms if COUNTY determines that it no longer requires the CITY facilities described herein.

7. **Renewal.** This Agreement may be renewed for up to two, ten (10) year periods, upon COUNTY providing CITY with notice of its intent to renew this Agreement at least three (3) months prior to the expiration of any applicable term.

8. **Termination for Cause.** This Agreement may be terminated for cause should the COUNTY fail to abide by the terms of this Agreement. If there is a breach of the terms of this Agreement by COUNTY, and COUNTY fails to cure the breach within one hundred and eighty days of proper notice from CITY of said breach, COUNTY shall remove the Equipment from the Tower, and shall remove the concrete shelter from the Tower compound.

9. **Modification and Assignment.** This Agreement shall not be abrogated, changed, or modified without the written consent of both Parties. This Agreement may not be assigned, transferred, or pledged by either party without the other Parties' written consent.

10. **Notice.** All notices, demands, and other writings required under this Agreement shall be deemed to have been fully given or made or sent when (i) mailed in writing and deposited in the United States Mail, postage pre-paid, and addressed to the Parties at the addresses noted in this Agreement or (ii) delivered by nationally recognized courier, receipt of recipient acknowledged by signature. Any notice or disclosures required under this Agreement and any changes to addresses shall be made in accordance with this notice provision. Notices shall be sent to:

Sumter County
County Administrator
Board of County Commissioners
7375 Powell Road

City of Bushnell
City Manager
City Hall
117 Joe P. Strickland, Jr., Avenue

11. Indemnification. The COUNTY will indemnify the CITY, and hold the CITY harmless, from and against all claims, debts, demands or obligations which may be made against CITY or the CITY's interests in the subject Tower and shelter location, arising out of the COUNTY's use of said locations for the placement of the Equipment which is the subject of this Agreement, excepting only those matters which are the direct and proximate result of the negligence or deliberate acts of CITY, its agents, servants or employees. If it becomes necessary for CITY to defend any action against it, seeking to impose such liability, COUNTY will pay any judgment entered against CITY in any such proceeding, together with all reasonable attorney's fees and costs incurred by CITY in its defense of such proceeding. This provision shall not in any way be construed to negate or waive any claim the sovereign immunity protections afforded to CITY or COUNTY.

Furthermore, COUNTY agrees that it shall make any and all repairs to the Tower or the Tower compound in the event the COUNTY's installation and maintenance of the Equipment or the concrete shelter is the direct and proximate cause of damage to the Tower or Tower compound.

12. Insurance. CITY shall not be required to insure the Equipment. The County shall provide insurance for any damage to the Equipment or to the tower and shelter locations caused by the Equipment.

13. Disclaimer. Other than the covenants and performance contemplated herein, neither party has made promises, representations or warranties. It is expressly acknowledged and agreed that the terms and provisions of this Agreement are for the benefit of the Parties hereto.

14. **Waiver.** No waiver or estoppel as to or against any party shall result from any failure to exercise or enforce any right or power hereunder, save only to the extent necessarily implied as to the particular matter directly concerned and then only for time being with respect thereto, and not in any way as to the future or as to any other matter.

15. **Severability.** If any term, provision or condition contained in this Agreement or any application thereof shall to any extent be held invalid or unenforceable, the remainder of this Agreement or the application of such term, provision or condition to persons or circumstances other than those in respect to those of which it is invalid or unenforceable shall not be affected thereby, and each term provision and condition of this Agreement shall be valid and enforceable to the fullest extent permitted by law.

16. **Attorney's Fees.** If any action is commenced to construe or enforce this Agreement or the rights and duties created hereunder, then each party shall be responsible for its own attorney's fees and costs, this provisions being subservient to any dispute resolution provisions of state statute.

17. **General.** The Parties agree to sign all such documents and do all such things as may be necessary or desirable to completely and effectively carry out the terms and conditions of this Agreement. Time shall be of the essence of this Agreement. Paragraph headings are provided as an organizational convenience and are not meant to be construed as material provisions of this Agreement.

18. **Governing Law and Venue.** The laws of the State of Florida shall govern the validity, performance and enforcement of this Agreement. For purposes of any action suit or other proceeding arising out of or relating to this Agreement, the Parties hereto do acknowledge, consent and agree that venue thereof is Sumter County, Florida.

IN WITNESS WHEREOF, the Parties hereto have caused the execution by their duly authorized officials on the dates indicated below.

ATTEST:

**Sumter County Board
of County Commissioners**

County Clerk

Garry Breeden, Chairman

Approved as to form and content
for the reliance of Sumter County only.

Date

County Attorney

ATTEST:

City of Bushnell

City Clerk

Bil Spaude, Mayor

Approved as to form and content
for the reliance of the City of Bushnell
only.

Date

City Attorney

EXHIBIT A

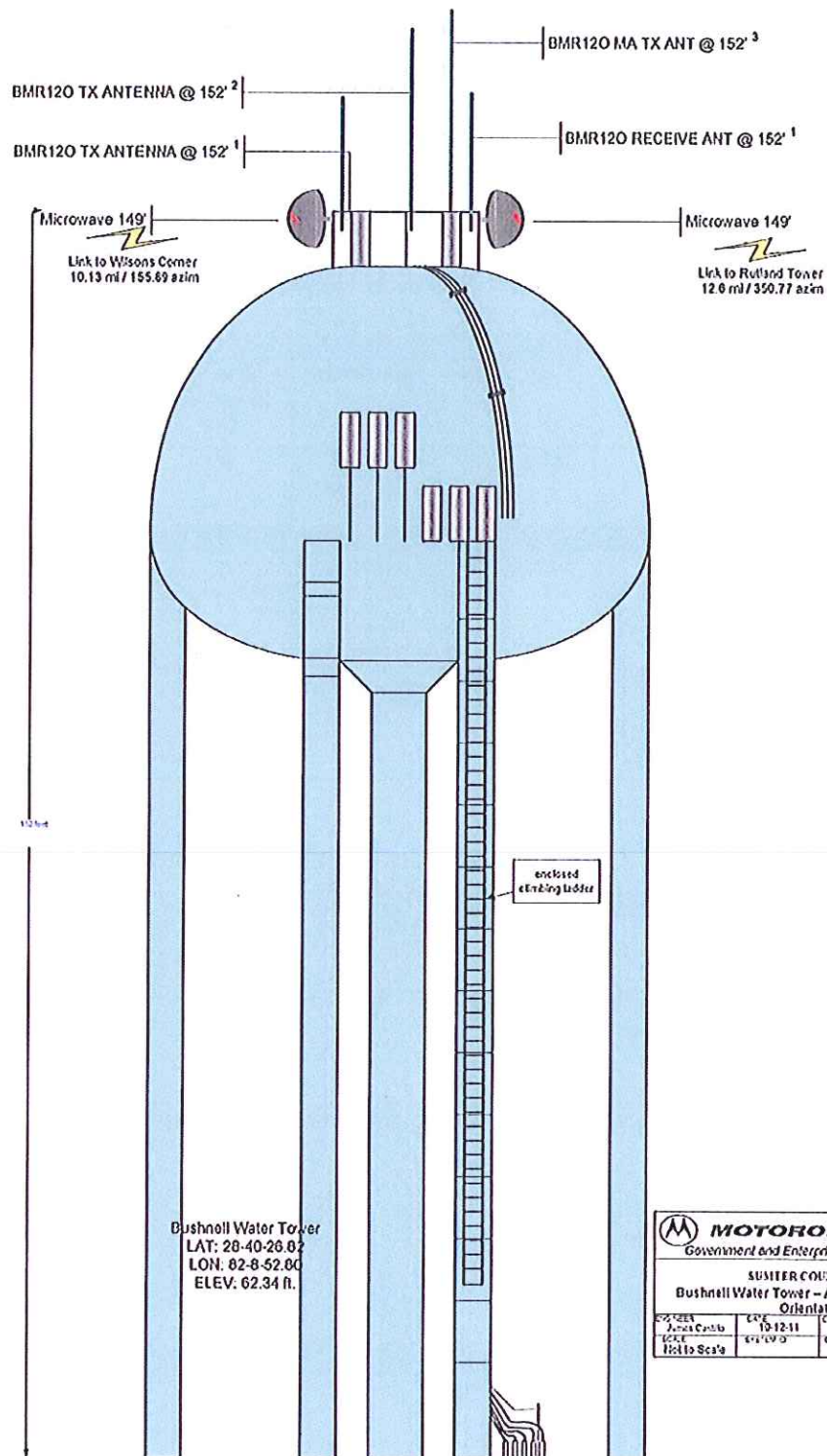
8.2.1 Site Development at Bushnell Water Tower Site

Site Matrix

Site Name:	Bushnell Water Tower						
Description:	Bushnell Water Tower is at the west side at the City of Bushnell's Fire Station 22. This shelter (12 X 24 Motorola Standard Building) location will be the new Prime Site or Control Point. A compound will be integrated at the base of the tower within the fenced facility.						
Site Location Information:	Latitude	Longitude	Site Owner	Ground Elevation (ft)			
	28 40 26	8 08 52.8	City of Bushnell, FL	69			
New Compound Information:	Width (ft)	Length (ft)	Clearing				
	30	40	Light				
New Shelter Information:	Width (ft)	Length (ft)	Ice Bridge (ft)	New Fuel Tank (gal)		New Generator (kW)	
	12	24	10	1600	Propane above-ground	70	Outdoor
Electrical Service:	Amps/ Volts	Type	Length (ft)				
	300-amp - 120/240-volt, single-phase	Underground	50				
Existing Tower Information:	Height (ft)	Type					
	148	Water Tower					



Tower Design



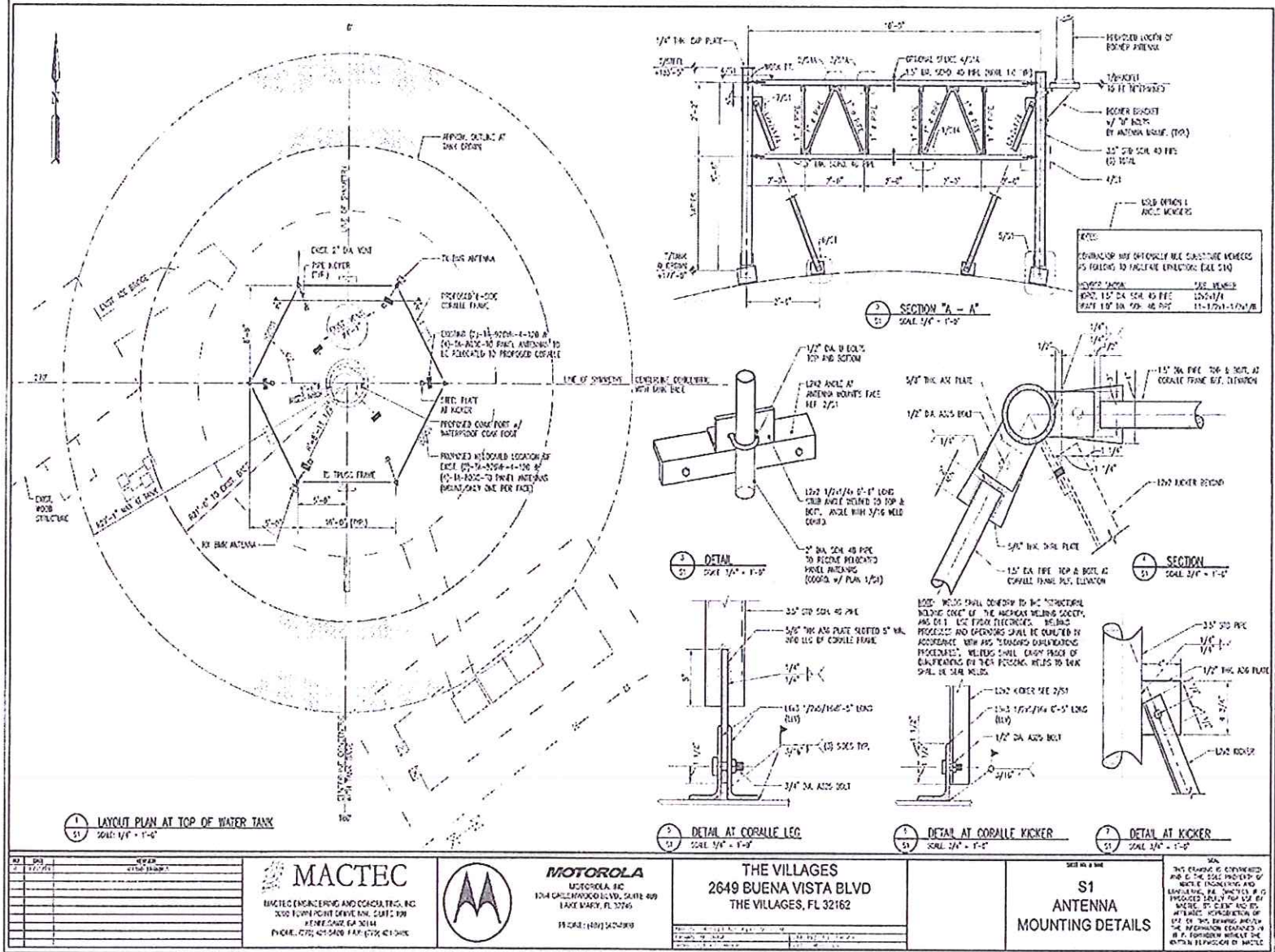
MOTOROLA Government and Enterprise Mobility Solutions		
SUMTER COUNTY, FL Bushnell Water Tower - Antenna Heights and Orientation		
DESIGNED James Crosby	DATE 10-12-11	CHECKED [Signature]
SCALE Not to Scale	PROJECT NO. 036-0-2011-AT	SHEET NO. P. 10





Sumter County, Florida
RFP # 036-0-2011/AT, P25 Digital Public Safety Radio Network
Technical Response – January 17, 2012





Rental Site Owner Letter

-----Original Message-----

From: Bruce Hickie [<mailto:bhickie@cityofbushnellfl.com>]

Sent: Monday, October 31, 2011 2:48 PM

To: Liptak John-C12288

Subject: Re: water tower

John As a followup to our meeting, the City of Bushnell is willing to consider the use of our new elevated storage tank, for the purpose of mounting antennas for the County's new radio system, terms and conditions to be determined at a later date.

Bruce J Hickie
Director of Utilities
City of Bushnell



Bushnell Water Tower Site

Bushnell Water Tower is at the west side of City of Bushnell Fire Station 22. This shelter [12 x 24 Motorola Standard Building (MSB)] location will be the new Prime site or control point. A compound will be integrated at the base of the tower within the fenced facility.

Site Scope Summary	
Engineering services for site drawings and regulatory approvals	Included
Site acquisition services	Not included
Zoning services	Not included
New fenced compound/expansion size	30-foot x 40-foot
Clearing type	Light
New power run	50 feet, Electrical service type: Underground, 300-amp, 120/240-volt, single-phase
New shelter size	12-foot x 24-foot
New fuel tank size	1600 gallons, Type: Propane aboveground
New generator size	70 kW, Type: Outdoor
Existing tower to be used for antennas	148-foot Water Tank

Motorola Will:

Site Engineering

- ♦ Prepare site construction drawings, showing the layout of various new and existing site components.
- ♦ Conduct site walks to collect pertinent information from the sites (e.g., location of Telco, power, existing facilities, etc.).
- ♦ As required, prepare a lease exhibit sketch of the site to communicate to the property owner the proposed lease space and planned development at the particular site location.
- ♦ Prepare record drawings of the site showing the as-built information.
- ♦ Perform National Environmental Policy Act (NEPA) Threshold Screening, including limited literature and records search and brief reporting, as necessary to identify sensitive natural and cultural features referenced in 47 Code of Federal Regulations (CFR) Chapter 1, subsection 1.1307 that may be potentially impacted by the proposed construction activity. This does not include the additional field investigations to document site conditions if it is determined that the proposed communication facility "may have a significant environmental impact" and thus require additional documentation, submittals, or work.
- ♦ Provide a structural engineering analysis for antenna support structure, if necessary, to support the proposed the proposed equipment loads.
- ♦ Design multi-antenna support platform to support proposed antennas and dishes.



- ♦ Research permit requirements (building, utility, and construction permits) for the construction of the proposed site, and determine if the permits are required. If a permit is required, Motorola shall obtain the necessary permit forms and complete the necessary information on behalf of Sumter County.
- ♦ Submit the completed application forms to the local jurisdiction and apply for applicable permits.

Site Preparation

- ♦ Obtain the permits such as electrical, building, and construction permits, and any inspections that may need to be coordinated with the local authorities to complete site development work.
- ♦ Provide one-time mobilization costs for the construction crews. Any remobilization due to interruptions/delays that are out of Motorola's control will result in additional costs.
- ♦ Clear light brush, grub roots, and dispose vegetation and shrub growth in the site compound area and a 20-foot path around it.
- ♦ Grade the site compound and 10-foot path around it to provide a level, solid, undisturbed surface for installation of site.
- ♦ Supply and install gravel surfacing to a depth of 6 inches, underlain with geotextile fabric within the fenced in site compound area, and a 3-foot path around it.
- ♦ Provide silt fence around the compound to control soil erosion.
- ♦ Supply and install 8-foot-high chain link fencing with a gate around the shelter compound in accordance with RFP.
- ♦ Perform site touchup (fertilize, seed, and straw) disturbed areas not covered with gravel after completion of construction work. Landscaping, decorative fencing, or any other aesthetic improvement that may be required by local jurisdictions has not been included and will be handled through a negotiated contract change notice.

Site Components Installation

- ♦ Construct 1 reinforced concrete foundation necessary for a 12-foot x 24-foot shelter.
- ♦ Construct 1 concrete slab for 1600-gallon aboveground Liquid Propane (LP) fuel tank at 3000 psi with reinforcing steel necessary for foundations.
- ♦ Construct 1 foundation for the 70 kW generator with reinforcing steel necessary for foundations.
- ♦ Supply and install 1 prefabricated concrete shelter 12-foot x 24-foot.
- ♦ Supply and install 1 1600-gallon LP fuel tank, fill it with fuel, and connect it to the generator.
- ♦ Supply and install fuel tank monitors on the tanks to monitor low fuel in tanks and run alarm wiring to the building located within 50 feet of the tank.
- ♦ Supply and install 1 standby power generator (70 kW) located within 20 feet of the ATS, including interconnection wiring between the generator, transfer switch, and site electrical service mains.



- ♦ Supply and install 1 120/240-volt, 300-amp, single-phase meter pedestal and hookup for electrical service by the local utility.
- ♦ Provide all trenching, conduit, and cabling necessary for underground hookup of power to the shelter from nearby utility termination located within 100 cable feet of the shelter.
- ♦ Supply and install a perimeter grounding system around the compound and shelter. The ground system is to tie to the fence and all new metal structures within the compound to meet current Motorola's R56 standards.
- ♦ Conduct 1 three-point ground resistance test of the site. Should any improvements to grounding system be necessary after ground testing, the cost of such improvements shall be the responsibility of Sumter County.
- ♦ Supply and install 1 freestanding 24-inch-wide cable/ice bridge from the tower to the shelter (up to 10 linear feet).
- ♦ Pressure testing of FM-200 system in the field.

Antenna and Transmission Line Installation

- ♦ Install 4 antennas for the RF system.
- ♦ Install 2 tower top amplifiers.
- ♦ Install 304 linear feet of 1/2-inch transmission line.
- ♦ Install 152 linear feet of 7/8-inch transmission line.
- ♦ Install 608 linear feet of 1-1/4-inch transmission line.
- ♦ Perform sweep tests on transmission lines.
- ♦ Supply and install 1 ground buss bar at the bottom of the antenna support structure for grounding RF cables before they make horizontal transition.

Miscellaneous Work

- ♦ 6-hole universal tower leg standoffs and attachment hardware for supporting transmission lines on inner tank wall and tank dome to every 3 feet.
- ♦ Engineering services to design microwave dish mounts for installation on water tank at the 2 centerline locations, and antenna mounting grid at top of dome.
- ♦ Fabricate, and install antenna mounting grid and microwave mounts to be located on water tank. If actual cost for fabrication and installation of grid exceeds quoted estimate a change order will be submitted for approval before proceeding.
- ♦ Rigging of water tank and provide man basket to hoist man and welding equipment up inside of tank to install wave guide mounts to hold coaxes.
- ♦ Fabricate, and install Microwave Dish mount at centerline on water tank support. Microwave vendor to install dish and transmission line. If actual cost for fabrication and installation of grid exceeds quoted estimate, a change order will be submitted for approval before proceeding.
- ♦ Design, fabricate, and install tank wall and tank floor penetrations for transmission line access entry ports.
- ♦ Design, fabricate, and install tank wall penetrations for backup electrical power access ports.
- ♦ Application of regionally specific soil sterilant.
- ♦ Additional LPG Fuel for testing usage compensation.



- ♦ DC Connectivity.
- ♦ Provide, install and connectorize alarm contacts for compound gates per specifications.
- ♦ Shelter Access Card System option.

Customer Will:

- ♦ If required, prepare and submit EME plans for the site (as a licensee) to demonstrate compliance with FCC RF Exposure guidelines. [Note: Should Sumter County desire guidance with this task, Motorola is able to recommend resources. Additionally, Appendix A of Motorola's "Standards and Guidelines for Communications Sites" (R56) discusses Electromagnetic Energy and provides a basic methodology for structuring an FCC compliant program. If Sumter County does not have a copy of Motorola's "Standards and Guidelines for Communications Sites" (R56) v 2005, one will be provided.]
- ♦ Assist Motorola with permitting for sites as owner/lessee.
- ♦ As applicable, coordinate, prepare, submit, and pay for all required permits and inspections for the work that are Sumter County's responsibility.
- ♦ Pay for any easement or usage fees.
- ♦ Review and approve site design drawings within 7 calendar days of submission by Motorola or its subcontractor(s). Should a re-submission be required, Sumter County shall review and approve the re-submitted plans within 7 calendar days from the date of submittal.
- ♦ Pay for the usage costs of power, leased lines, and generator fueling (except first fill) both during the construction/installation effort and on an ongoing basis.
- ♦ Pay for application fees, taxes, and recurring payments for lease/ownership of the property.
- ♦ Provide personnel to observe construction progress and testing of site equipment according to the schedule provided by Motorola.
- ♦ Secure clear and unencumbered title, MOU, or Lease Agreement with the property owner.
- ♦ Provide property deed or lease agreement, and boundary survey, along with existing as-built drawings of the site and site components to Motorola for conducting site engineering.
- ♦ Provide a right of entry letter from the site owner for Motorola to conduct field investigations.
- ♦ As required, provide as-built structural and foundation drawings of the structure and site location(s) along with geotechnical report(s) for Motorola to conduct a structural analysis.

Assumptions:

- ♦ No prevailing wage, certified payroll, mandatory union workers, or mandatory minority workers are required for this work.
- ♦ All work is assumed to be done during normal business hours as dictated by time zone (Monday thru Friday, 7:30 a.m. to 5:00 p.m.).



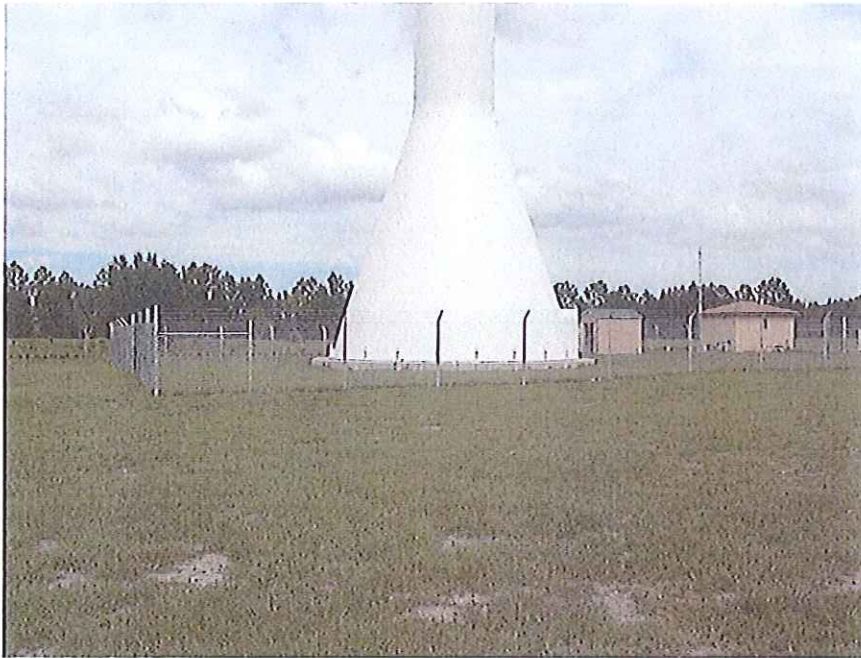
- ♦ All recurring and non-recurring utility costs [including, but not limited to, generator fuel (except first fill), electrical, Telco] will be borne by Sumter County or site owner.
- ♦ All utility installations shall be coordinated with the site owner and located at jointly agreed to location within or around the new communications shelter or equipment room.
- ♦ Site has adequate electrical service for the new shelter. Utility transformer, transformer upgrades, line, or pole extensions have not been included.
- ♦ Pricing has been based on National codes such as IBC or BOCA. Local codes or jurisdictional requirements have not been considered in this proposal.
- ♦ Site is being constructed at a location where hazardous materials are not present. Testing and removal of hazardous materials encountered during site investigations or construction will be the responsibility of Sumter County.
- ♦ A maximum of 30 days will be required for obtaining approved building permits from time of submission.
- ♦ If extremely harsh or difficult weather conditions delay the site work for more than a week, Motorola will seek excusable delays rather than risk job site safety.
- ♦ Existing cable support facilities from the antenna to the cable entry port can be used for supporting the new antenna cables.
- ♦ Extensive documentation (balloon tests, photo simulations, expert testimony, etc.) to support zoning effort for existing structures is not required.

Completion Criteria

- ♦ Site development completed and approved by Sumter County.



Bushnell Water Tower Site Ground and Aerial View



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SUMTER COUNTY, FLORIDA

PROJECT 25 DIGITAL PUBLIC SAFETY RADIO NETWORK

RFP # 036-0-2011/AT

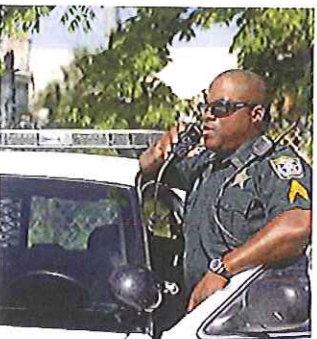
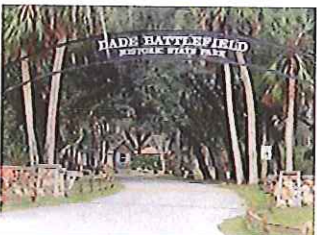
EXECUTIVE SUMMARY

JANUARY 17, 2012



MOTOROLA

A MAJOR INVESTMENT FOR SUMTER COUNTY



SUMTER COUNTY'S OBJECTIVES, MOTOROLA SOLUTIONS

COVERAGE

- DAQ 4.0 or greater voice quality rating for mobiles on-street with a service reliability area of at least 95% throughout the County, plus 3 miles outside of the County
- DAQ 3.4 or greater voice quality rating for portables outdoor with a service reliability area of at least 95% throughout the County, plus 3 miles outside of the County
- DAQ 3.4 or greater voice quality rating for portables in-building with a service reliability area of at least 95% throughout the County
- Delivering 95% portable radio coverage within the specified 31 critical buildings

SYSTEM GROWTH AND EXPANSION

- Infrastructure sites that provide channel capacity for 100% user growth beyond current anticipated loading
- System architecture capable of supporting 33% channel growth (9 channels to 12) within the proposed cabinets and DC plant

RELIABILITY AND REDUNDANCY

- Robust microwave subsystem validated by a strong historical track record with regard to reliability and performance
- Robust redundant system providing dual site-link architecture
- High availability IP Simulcast which maintains 75% capacity for any 1 LAN switch failure

INTEROPERABILITY

- Direct IP integration of neighboring systems into the ASTRO 25 network
- County-wide 8TAC system for simplified mutual aid responses

WARRANTY AND MAINTENANCE

- Commitment to excellence with local service support with a dedicated Motorola service facility with ASTRO 25 and MNI microwave installation and maintenance experience
- Comprehensive service plan to ensure affordable and effective warranty and post-warranty system maintenance — compliant to your response and restoration requirements
- **Support of Motorola-provided backbone components and repair parts availability for 17 years**
- **RFP requirements exceeded with a 2-year infrastructure warranty and a 3-year subscriber warranty in Motorola's base bid.**

TRAINING

- Comprehensive training solution delivering end user training, supervisor training and technical training in a classroom-style setting
- Training plan developed through years of experience and customer feedback ensuring end user system aptitude and the successful field acceptance of your ASTRO 25 network

MAXIMUM RETURN ON YOUR INVESTMENT

BEYOND THE OBJECTIVES BENEFITS FOR SUMTER COUNTY

Our solution was not designed to just meet the specifications, but to maximize Sumter County's return on investment. Aspects of our solution that provide a distinguishing benefit to Sumter County include:

REGIONAL INTEROPERABILITY – Our solution integrates disparate systems using gateways and built-in interfaces to provide seamless interoperability when users need it most.

INTEROPERABILITY WITH NON-P25 SYSTEMS

– We are the only vendor that can provide direct unit-to-unit interoperability to adjacent Motorola systems, which constitute the majority of the outside-of-network agency radio communication systems that duplicate or partially overlap Sumter County's coverage footprint.

ADDITIONAL EMERGENCY FEATURES – Beyond complying with the basic P25 standard, our systems provide unique emergency-related features not found in our competitors' systems such as Voice Priority, which ensures emergency calls are not missed due to a data operation, and Emergency Preemption, which will pass an emergency through right away, even if all the system channels are busy with other voice traffic.

ENHANCED RADIO COVERAGE – Our ASTRO 25 system provides simulcast failsoft mode with no loss of coverage or channel capacity, and also provides 95% coverage guarantee for FDMA and TDMA.

LEVERAGING EXISTING INFRASTRUCTURE – With the current Motorola system in The Villages, we can offer Sumter County a dispatch system that will provide for better interaction with Lake County's system. Additionally, our site selection piggybacks current sites, minimizing the need for

site development.

PROVEN IMPLEMENTATION AND SUPPORT

– Motorola has installed more P25 systems than all other vendors combined, providing Sumter County peace of mind that tight implementation timeframes will be met. A key element to our success is working with local partners, such as Tri-Co Communications, to install and support your network.

EXTEND SYSTEM LIFECYCLE – Comprehensive technology maintenance and refresh plan.

FUTURE CAPACITY AND GROWTH – Infrastructure supports expansion up to 30 channels per site.

HARDWARE CHOICE – Sumter County will benefit from Motorola's extensive portfolio of P25 TDMA capable radios.

SECURITY – Our system is the only network that provides end-to-end encryption of P25 data services.

LONG-TERM PROTECTION – Motorola provides the only proven, currently shipping P25 system in the industry that is upgradeable to Phase 2 TDMA via software – no hardware replacement needed.

REGIONAL INTEROPERABILITY between Sumter County first responders and adjacent municipal, county and state jurisdictions. Motorola has combined years of incremental improvement, product evolution, and an unwavering focus on detail to ensure our systems work during normal and critical times.

INTEROPERABILITY METHODS TO SUPPORT AGENCIES OUTSIDE SUMTER COUNTY

ISSI capability is included in the proposed ASTRO 25 solution to provide connectivity to other agencies that have ISSI capabilities. In addition to connectivity between P25 systems, users on the ASTRO 25 network can access the Florida Interoperability Network (FIN) and the State of Florida Mutual Aid Network (SOF Mutual Aid) to allow interoperability with surrounding non-P25 systems.

The interoperability method for each agency identified in the RFP is specified below. Additionally, ISSI is included to provide connectivity to any agencies that have ISSI capabilities

AGENCY NAME	INTEROPERABILITY METHOD
Marion County (P25)	Direct APX Console Access from Villages RF Site
Lake County (P25)	Direct APX Console Access from Sumter Sheriff's Office
Hernando County (SMARTNET)	Direct APX Console Access from Wilson's Corner RF Site
Citrus County (SMARTNET)	Direct APX Console Access from Rutland RF Site
Pasco County	FIN and/or SOF Mutual Aid
Polk County	FIN and/or SOF Mutual Aid
Fish & Wildlife Conservation Comm.	FIN and/or SOF Mutual Aid
Florida State Patrol	FIN and/or SOF Mutual Aid
Florida Forest Service	FIN and/or SOF Mutual Aid
Florida DOT	FIN and/or SOF Mutual Aid
RDSTF Region IV	FIN and/or SOF Mutual Aid
U.S. Coast Guard	FIN and/or SOF Mutual Aid
SOF Division of Forestry	FIN and/or SOF Mutual Aid



P25 AND BEYOND

Motorola has matured the operation of our wide-area trunked radio networks to provide the most reliable and highest-quality mission-critical voice communications available. There is much more to making a system work effectively for the user than just using the P25 interface. Simply put, not all P25 systems are created equal. Years of incremental improvement and product evolution, combined with an unwavering focus on the details, means our systems will work when you need them to. Not only does our ASTRO 25 solution meet the P25 standard, but the system performance has been perfected over decades of experience deploying wide area systems ensuring optimal performance. A couple of examples are:

OPERABILITY BEYOND P25:

VOICE PRIORITY

Motorola's system provides voice priority over data so that an emergency call is not missed due to a data operation such as an Over-The-Air Programming session. Other networks do not do this to ensure that critical dispatch voice calls can always get through.

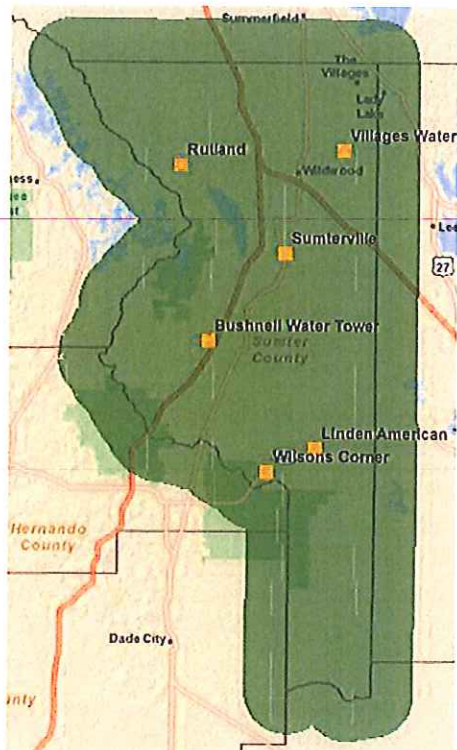
EMERGENCY PREEMPTION

Motorola's system will pass an emergency through right away, even if all the system channels are busy with other voice traffic. Other systems do not offer the ability to pre-empt an existing call to ensure an emergency gets through right away, instead users on those systems have to wait for a voice channel to become available — wasting precious time in an emergency.

MOTOROLA'S COVERAGE ADVANTAGE - LINEAR SIMULCAST MODULATION

The ASTRO 25 digital narrowband system will provide unparalleled coverage in critical buildings and throughout Sumter County. This will be accomplished using Linear Simulcast Modulation (LSM) technology. In order to provide more efficient use of the available radio spectrum, APCO's P25 Phase 1 digital standard requires the use of narrowband 12.5 kHz channels. **Without the use of linear simulcast techniques, narrowband channels have a smaller tolerance for dealing with interference in overlapping areas. This can reduce the actual usable signal thereby decreasing coverage.**

More sites may also be required to achieve the same coverage as a wideband system. To address this issue, Motorola developed LSM. **Motorola is the only company with LSM currently implemented for P25.** It provides an excellent technical foundation for guaranteeing a high level of coverage performance and audio quality outdoors and in-buildings throughout Sumter County



ENHANCED COVERAGE

As noted in your RFP: "The primary focus of this RFP is to provide a modern, state-of-the-art, public safety radio communications system that will replace obsolete legacy equipment, improve radio coverage throughout the County, and provide sufficient capacity to support the users."

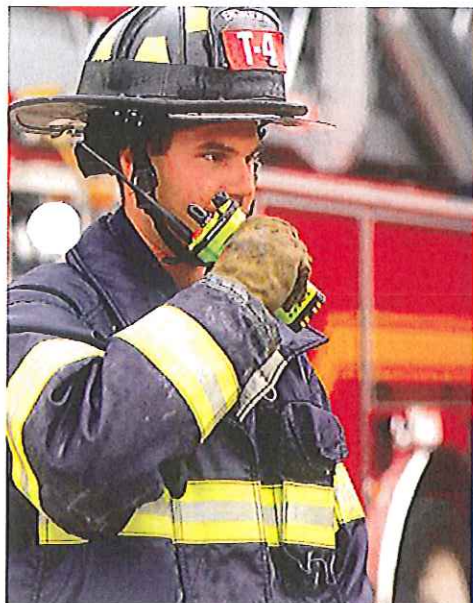
Our ASTRO 25 solution will meet or exceed your radio coverage requirement for DAQ 3.4 portable and mobile coverage to extend throughout 97% area within the geographic borders of Sumter County. Our ASTRO 25 solution also addresses the desired portable radio communications within the 31 critical buildings located throughout Sumter County. Motorola's linear simulcast design will deliver the required coverage and audio quality demanded by Sumter County's public safety agencies.

"Motorola's contract required the new system to cover 95 percent of Nassau County, but testing has revealed the new radios will get clear signals in more than 99 percent of the County.

Motorola went through the coverage test and did a grid map of the whole county. We've been testing pretty extensively for a couple of months now. We gave handhelds to the volunteer fire chiefs and asked them to try to find dead spots. They went all over the place. There's portable radio coverage in Bryceville and there used to not be."

— TERRY FOREHAND

Nassau County Public Safety Communications System Manager. Taken from The Florida Times-Union "New county emergency system ends dead spots." By Kevin Turner, January 17, 2007



"Orange County government is currently using over 1,300 Motorola APX radios in the Sheriff's Office. The superior dual speaker capabilities have been incredible in noisy environments and the radios have served us well these past 18 months.

The Fire Rescue department has completed a purchase of 225 APX XE radios and looks forward to implementing the radios throughout the county as well. The radios are well engineered, ergonomically ideal, and rugged enough to withstand the harshest of conditions."

— RICH STEINER, Supervisor, Orange County (Florida) Information Systems and Services (ISS) Division, Public Safety Communications Unit

STATE-OF-THE-ART APX MOBILE AND PORTABLE RADIOS

Designed specifically for law enforcement, firefighters, emergency medical, military, and federal agencies, Motorola's P25 APX digital radios are the preferred tool of life-saving professionals. These radios are capable of the most advanced wireless technology available today, including features such as dual band (700/800 MHz) operation, FDMA/TDMA dual access capabilities, security encryption, a robust number of operating modes to enable radio user interoperability, and over-the-air-programming (OTAP) to facilitate radio management.

We are proposing 387 APX mobiles and 423 APX portables for Sumter County. Motorola offers several P25 subscriber models allowing Sumter County the opportunity to select the radio price points and radio features appropriate for each user.



APX INTEROPERABILITY CAPABILITIES:

- Dual-band radios for those users needing to access VHF or UHF systems to support interoperability with adjacent jurisdictions
- Compatibility to roam onto P25 700/800 MHz systems for the neighboring systems in Marion County, Lake County, and Polk County
- Backward-compatibility to roam onto SMARTNET simulcast systems in Hernando County and Citrus County
- Roam onto the RDSTF Region IV ASTRO 25 conventional system, and other State-operated 700/800 MHz analog mutual aid sites

APX INTEROPERABILITY FEATURES & FUNCTIONALITY:

- Extreme Audio Profile delivers increased noise suppression in loud fireground environments
- 2 microphone design for exceptional noise cancelling
- Dual speakers enable the loudest, clearest portable audio for intelligible communications
- Equipped with latest AMBE digital voice vocoder

BEST-IN-CLASS: APX RADIOS AWARDS



reddot design award
product design 2011

APX 7000XE and Mission Critical Wireless Earpiece earned the prestigious "Red Dot" seal in 2011 for high quality in product design



product
design
award
2011

2011 iF product design award from the International Forum Design, recognizing outstanding achievement in international design



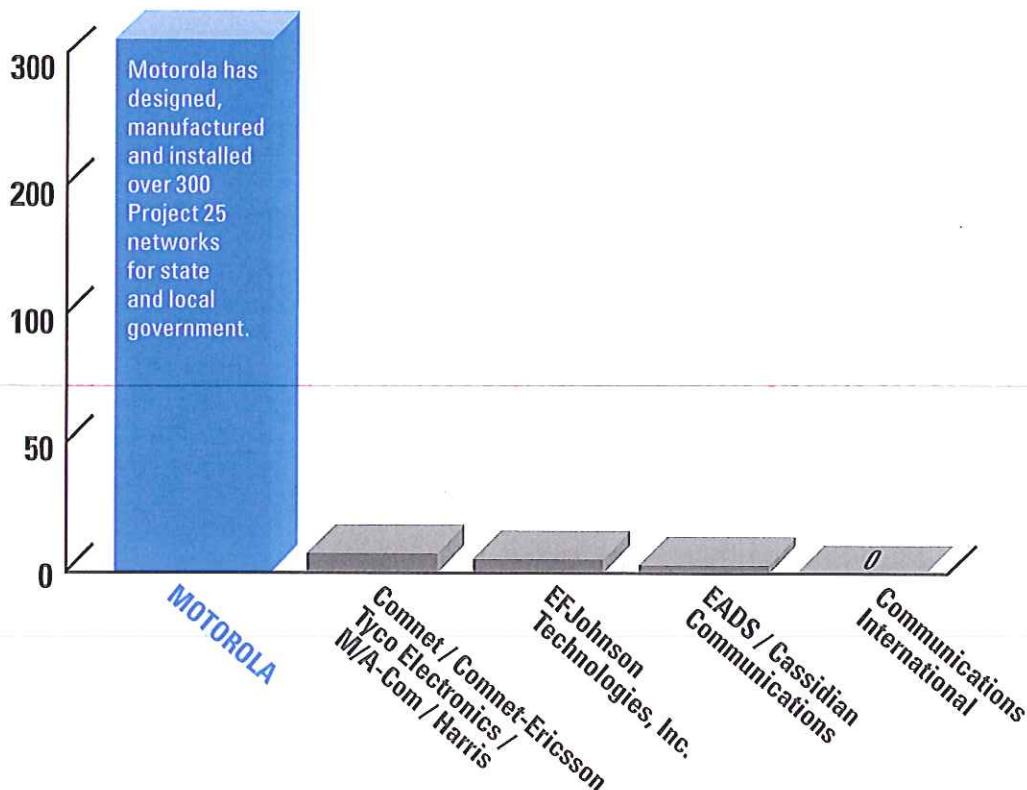
INTERNATIONAL DESIGN
EXCELLENCE AWARDS '11

2011 Prestigious Gold International Design Excellence Award (IDEA®) for enhancing quality of life

EXPERIENCE: PROVEN TRACK RECORD = LOWER RISK

Not just any company can implement an advanced network of the scale Sumter County requires and get it right; Motorola's experience allows us to exceed your expectations in critical areas as highlighted throughout our proposal.

IMPLEMENTED PROJECT 25 SYSTEMS



"After working with the Motorola Site Development team, we were quickly convinced that to protect the integrity of the system and build a top-notch communication system, it would be in our best interest to do a turnkey acquisition.

As a result, we have enjoyed two years of seamless coverage... I would highly recommend this approach to anyone buying a Motorola System."

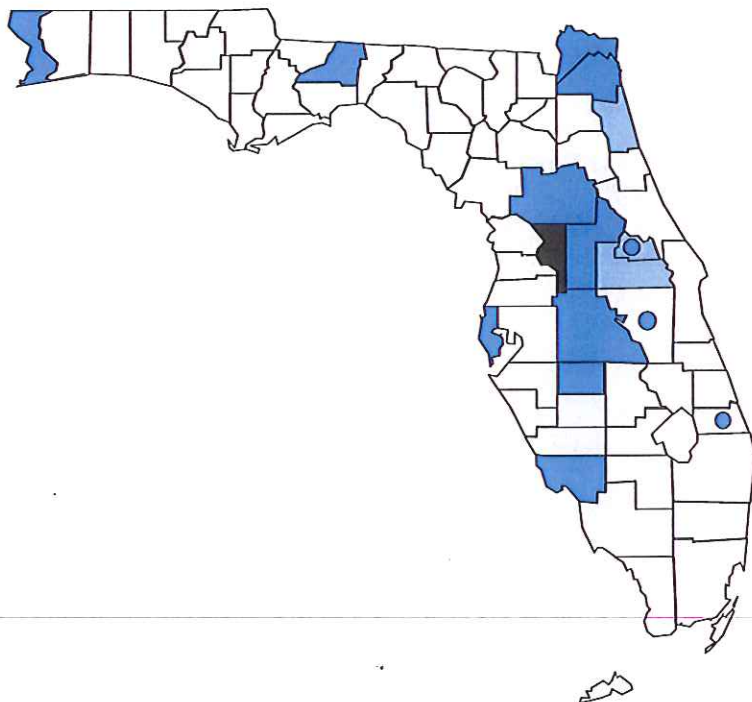
— D. TERRY HALL,
Director of
Communications,
York County, VA

MOTOROLA'S COMMITMENT AND ABILITY TO DELIVER AN IMPLEMENTATION THAT WILL MEET THE FCC DEADLINE

- A 9-month implementation plan that will meet the deadline imposed by the FCC narrowbanding mandate
- A turnkey implementation — eliminates any deployment risk or unforeseen costs for Sumter County
- System coverage design leverages existing tower sites
- Site development options and cost saving recommendations
- Motorola is the most qualified vendor demonstrating a successful track record managing the civil scope and multi-site system implementation required by Sumter County



MORE AGENCIES RELY ON MOTOROLA FOR MISSION CRITICAL COMMUNICATIONS



- MOTOROLA P25 SYSTEM, OPERATIONAL
- MOTOROLA P25 SYSTEM, AWARDED
- P25 PSIC MOTOROLA SYSTEM

AROUND FLORIDA

All of the accepted, operational 700/800 MHz P25 Systems in Florida today are Motorola:

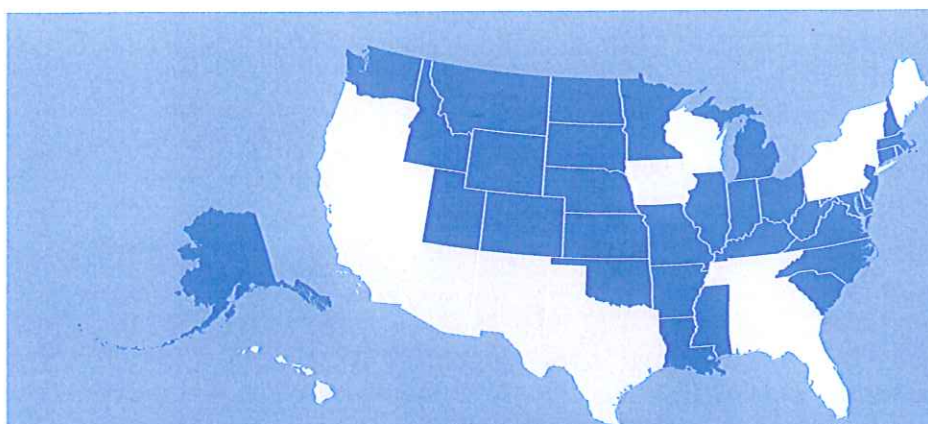
- City of Fernandina Beach
- City of Jacksonville
- City of Orlando
- City of St. Petersburg
- City of Tallahassee
- Escambia County
- Hardee County
- Lake County
- Lee County
- Leon County
- Marion County
- Nassau County
- Orange County
 - City of Apopka
 - City of Maitland
 - City of Winter Park
 - Greater Orlando Aviation Authority
- Pinellas County
- Polk County
- Reedy Creek Improvement District

Accepted, operational Motorola Region 5 PSIC Systems in Florida:

- City of Ocoee
- City of Orlando
- Martin County
- Osceola County
- Seminole County
- St. Lucie

Awarded Motorola 700/800 MHz P25 Systems under construction in Florida:

- St Johns County
- Gainesville Regional Utilities (GRU) / Alachua County
- Seminole County P25
- Osceola County P25



AROUND NORTH AMERICA

- 32 of the 38 statewide systems in the United States and 5 provinces in Canada
- 20 of the 22 states with P25 statewide systems

THE WORLDWIDE LEADER IN SUCCESSFUL P25 SYSTEM IMPLEMENTATIONS

The Motorola team of project implementation experts will ensure a timely and efficient deployment allowing for a rapid transition to the new network. This commitment to a **NINE-MONTH IMPLEMENTATION** will ensure that the users have access to the enhanced system deliverables as quickly as possible.

DETAILED SYSTEM ENGINEERING

Motorola's Project Engineer will be responsible for system design and performance. The Project Engineer will oversee all coverage analysis, Acceptance Test Plan (ATP) development, preparing for path and frequency coordination, developing site design parameters, and system programming parameters for the County. Additionally, the Project Engineer will participate in the system staging process and will be available to assist Sumter County in determining subscriber unit configurations.

SYSTEM INTEGRATION

Systems Integration is a key process in Motorola system implementations and in the way we do business. Motorola's Systems Integration process will be used to effectively address the requirements of Sumter County. This complex system solution proposal requires a high degree of technical coordination and attention to the smallest details.

PROFESSIONAL PROJECT MANAGEMENT

Project management is the application of knowledge, skills, tools, and techniques to address our customer's contractual requirements. To this end, there are nine practices that are key to project management, highly interrelated, with each as important as the others:

- Scope management
- Schedule and time management
- Cost management
- Quality management
- Risk management
- Subcontracts and procurement management
- Resources management
- Communications management
- Integration management (System Implementation Work Plan)

"Following Hurricane Katrina, we operated for thirty days in Hancock County, Mississippi. By the time we left Motorola had already built and installed a complete dispatch center along with an E-9-1-1 PSAP and was in the process of implementing a three site simulcast 800 MHz trunked radio system. They had also arranged for a temporary system to be put in place to take our place at the end of the thirty days.

While not at all the "usual" process it clearly demonstrated that Motorola has the experience and expertise as well as the commitment to make things happen. This was not an isolated incident as I've personally been involved in many of Motorola's responses to numerous disasters from Hurricane Andrew to the earthquake in Haiti.

Motorola's ability to implement functional systems in both normal as well as disaster circumstances is one of several reasons they would be my recommendation on any Public Safety mission critical radio system."

— Ben D. Holycross, Radio Systems Manager
Polk County Department of Public Safety,
Emergency Management Division



LEVERAGING OUR EXPERIENCE FROM LOCAL P25 SYSTEM IMPLEMENTATIONS FOR SUMTER COUNTY



CITY OF JACKSONVILLE

The City of Jacksonville has experienced a long history and partnership working with the Motorola and Hasty's Communications team to provide our First Coast Radio System (FCRS) public safety and public service customers with the highest quality mission critical voice solution possible. The Hasty/Motorola team has worked hand in hand with the City of Jacksonville Information Technology Group providing a stellar staff of technicians responsible for the successful deployment, installation, testing and maintenance support of two platforms of 800 trunking technology...the 800 MHz SmartZone FCRS implemented in 1999 and now our newly accepted Motorola ASTRO Project 25 800 MHz FCRS. Their work has been a major factor in our ability to meet the high demands and ever changing requirements of our customers

The FCRS is the communications lifeline supporting all of Jacksonville's public safety and public works agencies and it is our goal to continue to provide the critical tools to support our first responders as they focus on their mission: protecting lives and property. It is obvious when working with the teams at Motorola and Hasty's Communications that the entire staff recognizes and shares this goal!

I can confidently recommend Motorola and Hasty's Communication as a credible and reliable partner. History has proven that they are trustworthy, honest, high performing, and experts in their field.

— MICHAEL A. MARINO
Assistant Information Technologies Officer
Information Technology Department, City of Jacksonville, FL

"Motorola delivers leading-edge technology solutions for government providing mission-critical communications products and services. The technology has been proven time and time again. The success in Lake County was the team that Motorola was able to assemble to manage a large scale implementation from sales, design, engineering, and construction, to implementation, integration, and continued support.

The quality of work depends on the quality of the people. Lake County continues to have reliable interagency, portable communications across the entire county. This speaks highly of what can be accomplished collectively. In the words of the late Benjamin Franklin, 'Well done is better than well said.'"

— GREGORY HOLCOMB
Division Director / E911 Coordinator, Lake County, FL

LAKE COUNTY



WARRANTY & LIFECYCLE SERVICE



Our support for Sumter County will not end once the system is installed and operational. Motorola has provided a comprehensive list of system support services that are available to Sumter County. These services include remote system monitoring from our System Support Center (SSC) in Schaumburg, Illinois, software enhancements, depot repair of parts, network security monitoring, 24x7 Help Desk support, and local on-site response. These support services can ensure that the County's network maintains maximum uptime and the system operates at the highest level of performance. Following the warranty period, Motorola will work with Sumter County to tailor a specific maintenance and support plan to keep the network at its maximum level of performance.

Motorola will utilize our experienced system technologists supported by Tri-Co Communications to provide field installation, optimization, subscriber unit programming, and warranty support. Tri-Co Communications and Motorola have teamed up to successfully implement the Marion County ASTRO 25 networks, resulting in over 15 years of experience in large-scale 800 MHz simulcast trunked installations. This proven team is uniquely qualified to deliver a similar solution for Sumter County.

Tri-Co Communications Inc. has ASTRO 25 simulcast and microwave experience and is fully prepared to support and maintain Sumter County's mission critical communications network.

FLORIDA EMPLOYEE OVERVIEW, TRAINING & EXPERIENCE

- 15 Employees within 30 minutes of Sumter County
- 100+ Years of Technical Experience
- 50+ Motorola Factory School Certifications
- 15+ Public Safety Communications Systems Maintained

COMPANY-WIDE RESOURCES

- 23 Employees
- 15 Company Vehicles
- 4 Locations covering 7 Counties
- 10000+ Radios Maintained
- 30 Years in the Land Mobile (LMR) Business

CUSTOMER SUPPORT

- 7x24 Support with multiple technicians on-call
- Automatic escalation to the next technician on-call if needed
- Technical staff available for consultation 8-5, M-F



"As the Radio Systems Manager, I can attest to the excellent service that Marion County Public Safety Professionals and radio system users have received from Tri-Co Communications. We have been partners with Motorola since the installation of our 800 MHz radio system in 2006.

Tri-Co provided outstanding technical support during the FCC Mandated Rebanding project, a complete Communications Center relocation, a major system expansion (which provides 12-channel simulcast radio communications countywide), plus several system optimizations. Tri-Co routinely shows an understanding regarding the sense of urgency surrounding public safety communications by responding to service calls well within contract requirements. Their service has been a prominent factor in our Public Safety Communications success.

I can confidently affirm Tri-Co Communications as a solid and reliable authorized Motorola system support maintenance shop as being experts in their field."

— Alphonso Gordon, Marion County Florida Radio Systems Manager

"We have been conducting business with Tri-Co Communications since the 1980's and are pleased to offer this letter of recommendation on their behalf.

Tri-Co Communications is an authorized Motorola Representative offering outstanding support and a superior technical shop. The staff at Tri-Co regularly go above and beyond the call of duty. During emergency situations Tri-Co frequently steps up and does more than what is contained in their contract. Their staff is accessible, helpful and prompt. During our long-standing business relationship, Tri-Co has always been responsive to our needs.

If selected as your Motorola service provider, I can say with certainty that you will not be disappointed in the service and quality of workmanship you will receive from Tri-Co Communications."

— Sheriff Jeffrey J. Dawsy, Citrus County, Florida

RELIABILITY, REDUNDANCY & EXPANDABILITY: SUMTER COUNTY SYSTEM DESIGN

MOTOROLA ASTRO 25 INFRASTRUCTURE

- 6-site, 9-channel linear IP simulcast digital trunked infrastructure
- Leveraging Sumter County sites
- Redundancy Features:
 - Zone Controller
 - Core Network
 - Console site Routers and Switches
 - Loop/Hot Standby Protected Microwave
 - -48VDC Charger-Rectifier and Battery Bank
- High Availability IP Simulcast
 - Dual Prime Site Routers and 4 meshed LAN switches for minimal impact due to switch failures
 - Dual Remote Site Routers and Dual LAN Radio links to Dual LAN switches for 0 capacity reduction due to switch failures

MNI MICROWAVE DESIGN

The proposed microwave network allows for maximum reliability, redundancy, and expansion:

- Robust, redundant loop Microwave network
- 8 hops consisting of one ring
- 1 spur hop with Hot Standby
- 99.999% reliability
- Survivable Ring Architecture
- Equipment Redundancy
- 12-hour battery backup
- 150 Mbps of bandwidth for future growth

DISPATCH

15 MCC 7500 IP console positions provide:

- A forward-looking solution for the P25 Open Standard system as well as supports new flexibility for existing conventional systems
- A state of the art graphical user interface for the dispatch professional

REQUIREMENTS

MOTOROLA

COMPETITION

Failsoft mode with no loss of coverage or capacity



X

Equivalent coverage for FDMA and TDMA



X

Availability of latest P25 services such as TDMA and Radio Authentication



X

P25 data services do not interrupt voice calls



X

End to end encryption of P25 data services



X

Simulcast cell expandable up to 30 talkpaths



X

Largest portfolio of P25 TDMA capable radios



X

Largest selection of P25 radios on State of Florida commodity contract

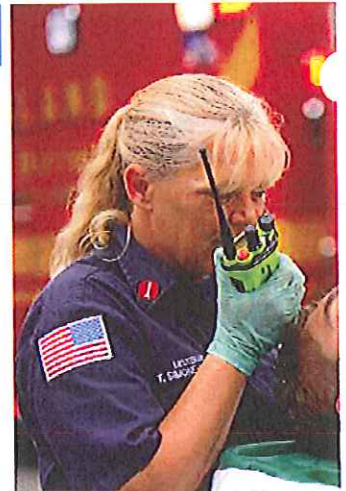


X

Direct Interoperability with Neighboring Motorola Analog Legacy Systems



X





WHY MOTOROLA FOR SUMTER COUNTY?

Motorola offers a unique combination of benefits for Sumter County that no other vendor can match. These key differentiators ensure the best value and lowest risk for a long-term solution for Sumter County:

REGIONAL INTEROPERABILITY

INTEROPERABILITY WITH NON-P25 SYSTEMS

ADDITIONAL EMERGENCY FEATURES

ENHANCED RADIO COVERAGE

LEVERAGING EXISTING INFRASTRUCTURE

PROVEN IMPLEMENTATION AND SUPPORT

EXTEND SYSTEM LIFECYCLE

FUTURE CAPACITY AND GROWTH

HARDWARE CHOICE

SECURITY

LONG-TERM PROTECTION

...IN A 9-MONTH TIMEFRAME!

We look forward to the opportunity to partner with Sumter County in delivering a state-of-the-art, future-ready P25 system to serve the needs of your agencies and protect your investment for many years to come.

MOTOROLA HELPS PEOPLE BE THEIR BEST IN THE MOMENTS THAT MATTER.

MORE COVERAGE DESIGN EXPERIENCE, GUARANTEED

MORE IMPLEMENTATION SUCCESS

MORE INVESTMENT IN NEXT GENERATION ARCHITECTURE

MORE INVESTMENT IN STANDARDS

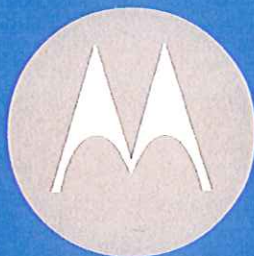
MORE AGENCIES RELY ON MOTOROLA

MORE BENCH STRENGTH

MORE EQUIPMENT CONFIGURATIONS, OPTIMIZED FUNCTIONALITY

MORE SERVICE & MAINTENANCE CENTERS

MORE SUSTAINABILITY.



MOTOROLA

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